

Campinas, 28th of June 2018

VIRACOPOS INTERNATIONAL AIRPORT INCENTIVE PROPOSAL TO CARGO FREIGHTERS

Client:

Viracopos International Airport herewith offers all cargo airlines an attractive and transparent incentive program designed to increase the number of international cargo flights and/or frequencies operated at this airport, aiming at strengthening Viracopos' market positioning as an international cargo hub.

Aeroportos Brasil Viracopos (ABV) reserves the right to modify any conditions in this proposal at any time without any justification, provided that ABV gives notice 30 days in advance.

1. Eligibility:

This Incentive Proposal is valid for all international cargo airlines that starts a regular commercial flight from/to Viracopos Airport and cumulatively meets the minimum requirements below:

- Valid for Full Cargo International flights only;
- Starting a route operation - either one or two regular frequencies - or an additional flight from/to Viracopos published in S18 or W18 IATA Season;
- Must keep a minimum of 80% operation regularity during each season.

2. New entrant at Viracopos:

Cargo Airline starting operations in S18 or W18 IATA Season

- **One regular frequency: 100% land fee waiver for 12 months;**
- **Two regular frequency: 100% land fee waiver for 24 months.**

3. Additional Support

3.1 FUEL CHARGE DISCOUNT

- Exclusive offer to new entrants operating a Cargo flight from/to Viracopos.

DISCOUNT PROPOSAL FOR AIRLINE

	0-6 month	6-12 month	12-18 month	18-24 month
diff cpg	2.20cpg	2.40cpg	2.70cpg	3.00cpg

Payment method Weekly invoice + 15 days credit

3.2 OFFICE RENT WAIVER

- 100% rent waiver for the first 12 months of operation, valid for an operational/maintenance office space, depending on airport's availability.

Obs: It's the airport discretion to designate the area's location and size and all other charges and bills related to the area are the airline's responsibility (water, electricity, air conditioning, furniture, etc.)

Yours Sincerely,

MARCELO MOTA
OPERATIONS DIRECTOR

Declaration

The Airline understands and agrees with all terms and conditions explained above.

(AIRLINE)